



Many Departments Cooperate in Making a sale!—Here, right to left, Dr. James Hyde of the Research Department, Earl Burke of the Drafting Department and Neal Welch of the Sales Office, confer on the best methods for producing an item that will satisfy the demands of a customer in the Middle West. Article on the right, this page, tells how different parts of the business cooperate to get sales.

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GLENN SAYS: Every practical suggestion to improve or reduce costs contributes to raise the standard of living of all people in our nation.

As we benefit from other folks' ideas, we should cooperate in creating greater value in our own product.

"OUT THERE PITCHING"

JUST like looking for a job" — that's the way one man described the business of selling — getting new orders to keep the factory busy. The description is more than apt.

Hunting for new business is simply hunting for new jobs to keep the working force and the factory humming.

Our Company management spends an important part of its time in this everlasting pursuit of new orders and new business to take the place of the orders we fill. Ringing in the ears of every executive and sales representative is the refrain of that song, popular during the depression:

"Once I built a tower . . . now it's done,
Buddy can you spare a dime?"

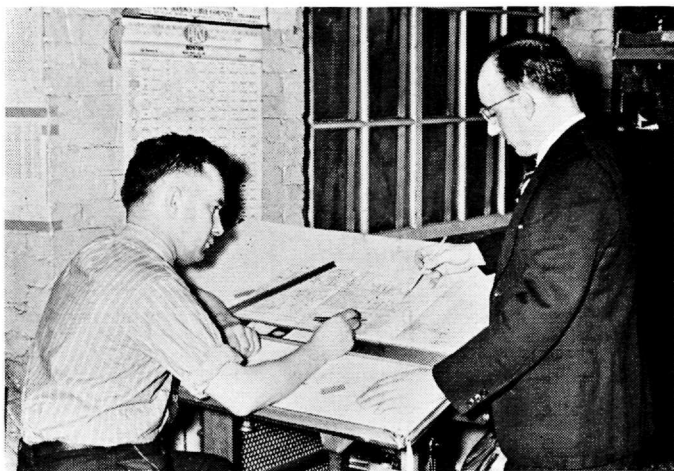
A salesman's job is never done. Management in most companies is chiefly busy with selling. Our president, Mr. Sprague, is constantly on the telephone with customers or taking quick trips for personal visits to discuss models, specifications and prices.

The various Sprague salesmen in the field are only a part, though an important one, in this constant battle for business which if it ever stopped would soon leave our factories silent. Dr. Robinson and sometimes other members of our research or technical staffs also must be available to hit the road and work out problems with big customers where important orders and propositions are under consideration. Our Credit Department must also make rapid and often persistent checks on possible sources of business to learn whether situations justify our making the investment in time and money necessary to acquire the business. Besides our active and highly trained sales department, there is our Sample Department and Manufacturing Divisions devoted to the respective jobs of developing closer relations with customers, proving that we have what they want, and bringing down costs to meet situations where competition may have temporary price advantages.

Obstacles standing between our customers and the dotted line are many. Competition, price situations, special requirements of customers many times bar the way. Against this the Sprague representative must play Sprague engineering, reliability and economical prices.

Back of all this lies our plant with its employees. Their coöperation and the quality of their work is what our sales story stands upon. And it is the products of their work that management is selling. Management also helps employees do the kind of work and make the kind of products that can be sold.

(Continued on page two)



"NOW WE'LL HAVE THIS MACHINE HERE," Ernest Purpura of the Engineering Department explains to Wendell Smith, left, of the Drafting Department. It takes a lot of planning, ordering, drafting and special instructions before an order can be translated into actual work on the job. See article below.

BEFORE THE JOB CAN START

Particularly in a business like ours where so many products are made on a "tailor-made, custom-built" basis, engineering and production planning and layout require time and expense.

A big order may come into the sales office tomorrow morning but there is considerable work to be done before employees in the shop can go to work on it. Specifications must be drawn up, a check must be made on our stocks of raw materials. The most economical lay-out for the production line is figured out. In some cases, new machines or adjustments on present machines must be made in order to produce the item.

Blueprints may then be drawn of the production process. Instructions are given to foremen or to individual workers. The shop is laid out and prepared for the job, raw materials are shipped in and then . . . work begins.

CHECKING UP ON YOUR SALES METHODS

There are almost a million reasons to explain "Why I didn't get the order," ranging from that fifth cocktail the night before to the customer's brother-in-law. But for the conscientious salesman, the field of possibilities is considerably narrowed and can be pretty nearly covered by asking the following questions:

Do you listen to the customer's objections to your product or your methods? How can you ever overcome his resistance if you don't know what causes it?

Do you pick a time to talk to your prospect when he could really listen?

Do you know what your competitor is doing and how your prices compare with what the prospect can get somewhere else?

Do you know enough about your customer's business to be able to talk intelligently of how he can use what you have to sell?

Do you really know your product and its sales points thoroughly?

Do you really sell yourself first to your prospect, for that is the only basis on which you can make him a permanent customer?

Do you apply the right principles of advertising and merchandising to your own problems?

Selling is a fascinating though sometimes heartbreaking career, and although it requires much talking it also calls for intelligent listening, work, planning and investigation.

Many of the above questions can be rephrased and applied to people whose work is production, viz.:

Do you listen to instructions and criticisms carefully so as to satisfy your superior better?

Do you put your suggestions in writing or present your ideas at an appropriate time?

Do you profit by observing the methods of others?

Do you know enough about your business to know how to prepare yourself for a better position?

Do you really know your job?

Do you really sell yourself by your personality and general attitude?

Do you know the art of enjoying your work?

"OUT THERE PITCHING"

(Continued from page one)

Keeping Management Busy

Management must also constantly keep abreast of the trade by working along the following lines:

Watching various new businesses for possible fresh sources for condenser business. Recent examples of this are the fields of fluorescent lighting and capacitor welding where we have developed sales volume.

Checking on current needs of the Government, particularly with respect to the Defense Program. This requires constant vigilance and the knowledge of where to go. Our gas mask orders are an example of this type of business.

Submitting plans and specifications and experimental data to potential large customers who are making experimental researches on new products of their own. By coöperating with them in the early stages of their development of their products, we put ourselves in a favored position to be able to supply them with their needs when they go into mass production.

Watching price situations and adjusting our methods in the factory so as to be able to meet them.

Developing in our own Research Laboratories new products which we alone will have for sale. This is something that often leads to good business (as, for example, our graphitized condenser), but no product or invention is ever exclusive for very long. Imitations or substitutes are soon developed by competition.

Checking new raw materials and alloys for possible ways of reducing our costs.

Right Sales Contacts Important

Making and maintaining personal contacts with customers and potential customers so as to know the right people to contact and when to contact them, thus saving our efforts and adding efficiency to our sales work.

Reliable production plus constant high pressure work along the above lines; imagination and courage; these are the things that spell business and a livelihood to the whole organization.

The various angles of meeting costs, developing products, and clinching sales are what really goes on behind office doors in successful business . . . whether it be in North Adams, New York, or Singapore.

HOW THE FIFTH COLUMN WORKS

One of our production supervisors, Bob Teeple, tells the story about the Fifth Column, which he heard told in the United States Senate when he was visiting there on a recent vacation tour to Washington.

One of the big problems of the Fifth Columnist in the invaded countries was to have some badge of identification which the German soldier could readily recognize, and thus spare their lives. They hit upon the idea of printing up a large number of advertising placards for a certain brand of coffee.

Ordinary Fifth Columnists, when the invasion came, wore small advertising cards, while "Captains" of the Fifth Column wore cards a size larger. Big placards were also made, which were nailed to buildings or signboards in public squares. On the backs of these, plans of the local utilities, electric light and waterworks, were carefully marked; thus when the German troops came into the town, they had only to find the big placard, tear it down, and find their detailed instructions on the back.

SPRAGUE PUSH BUTTONS EASY TO ADJUST

WHEN the general change-over in radio push buttons took place on March 29, a lot of radio service men observed for themselves the value and convenience of Sprague push button tuning assemblies and push button strips, which can be adjusted in approximately half an hour's less time than required with dial adjustment assemblies.

Instead of two separate screws to harmonize and adjust as found on many sets, the SPRAGUE tuner can be set for a station by turning one large screw, but with the further convenience that it is equipped with a small vernier screw to make finer adjustments possible where desired.

Purpose of the shift in station wavelengths is to give consideration to powerful Central and South American and Canadian stations heard in the United States.

No estimate has been made on the millions of push buttons throughout the nation that will have to be reset to take care of the change ordered by the Federal Communications Commission.

Whatever the count, the job is sure to bring increased sales of radio equipment, accessories, and replacement parts. Once the service man is in the home to make the push button adjustment, he has a golden opportunity to sell the home owner on further improvements, or, best of all, a new model set.

Frequently, the alert service man will see where the installation of a new Sprague condenser will convert a noisy, tinny sounding set into an instrument for real reception. In this way, the wave band change-over has a real significance to us from a sales standpoint.

SPRAGUE GRANTED PATENT ON CENTRIFUGAL IMPREGNATION PROCESS

Continuing its regular work to protect by proper patent coverage the processes and products we have developed and invented, our research department has just announced the granting on March 11 of patent No. 2234608 on the Centrifugal Impregnation of all dry condensers. The patent covers the process which we have now been using for many years.

On February 18, patent No. 2232484 was granted on a special type of Anode for our condensers. As usual, we continue to have a sizable number of patent applications "in the Works."

CONDENSER INDUSTRY REQUESTS ALUMINUM FROM PRIORITIES BOARD

Due to heavy demands which the airplane industry has made upon supplies of aluminum, the lightweight metal is being controlled by the O. P. M., or National Priorities Board. The Condenser Industry consequently has submitted an urgent request that 2,000,000 pounds of foil be set apart for this industry. The electrolytic foil is an absolute essential to the manufacturer of vital electrolytic condensers. No other known commercial substitute exists. Many of these condensers are being used in equipment related to airplanes; thus playing an important part in the National Defense program.

As our United States production for 1941 will be around 600,000,000 pounds, the condensers industry's request is a modest one, calling for only one-third of one per cent of this total figure.

Condenser manufacturers also point out that this relatively tiny amount of foil is essential to equipment having a retail sales value of over \$1,000,000,000 annually; thus, the foil has a tremendous leverage in affecting employment in the radio, refrigerator, and fractional horsepower motor industry, etc.

These foil condensers are used in radio sets, refrigerators, telephone apparatus, fluorescent lamps, capacitor welding, etc., and an important proportion go directly or indirectly to instantaneous defense applications.



THE NIGHT SHIFT—Yes, friends, there are a lot of good looking operators on our night shift at Sprague Specialties. Here are some cases in point in the paper soldering department.



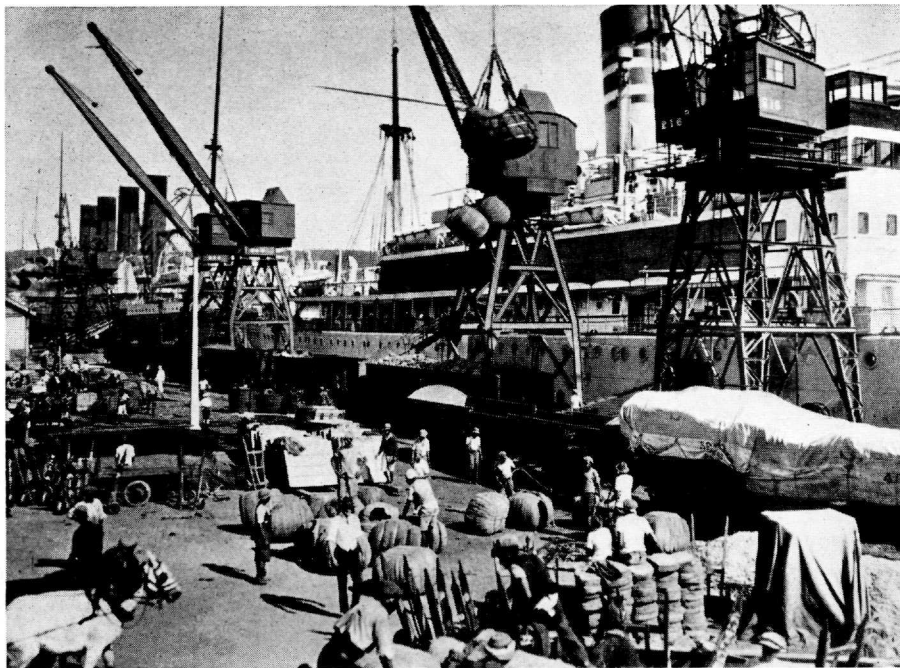
THE NIGHT SHIFT—Another glance at those who work on our night shift as the LOG seeks to give this group more publicity. A scene in the paper rolling department.

THE SPRAGUE NIGHT SHIFT

Because the greater part of the LOG's space is devoted to activities and employees on the day shift, two pictures are presented above of our excellent night shift workers in action. The existence of a night shift insures that the greatest amount of value be obtained from our equipment which, when idle, simply represents depreciating machinery.

Although they have to master the art of sleeping later in the day, employees on the night shift are often enthusiastic athletes and hikers as they have more sunshine time for their personal activities.

Among the faces familiar on the night shift are those of blond Art Hewitt, Jim Shea, Tom Dufraine, the sportsman; Dan Kimball, Stanley Gradziel, 'Gus' Dupont, Harry Czapla, Dorsey King, Eric Hannaleck, Gilbert Harris, Earl Langner, and Prosper Lussier. The LOG will welcome more news of the night shift folks, their activities, hobbies and pastimes. Pictures, too, will be published if possible.



WATERFRONT SCENE — Foreign trade and exchange of goods are two of the leading elements in good foreign relations.

STANDARDIZED CONDENSERS AND PROTECTION AGAINST HUMIDITY ARE SPRAGUE CONTRIBUTIONS TO LATIN AMERICAN TRADE

To learn the part that Sprague Specialties is playing in the development of strong economic ties and better relations between the United States and Latin-America, the LOC interviewed the Sprague Export Manager, Walter W. McKim, at his Cambridge offices.

Sprague Specialties engineering has made a particular contribution through the development of a line of condensers with a limited number of types that is nevertheless capable of taking care of ninety-five per cent of the repair and replacement problems of the dealers. The result of this has been to greatly reduce and simplify the inventories and stocks of Latin-American dealers who are called upon to service a bewildering variety of American radio sets shipped down to Latin-American countries during the past ten years. The development of a list of standard Sprague condensers for replacement use has cut down to a fraction the investment that the dealers must make, and has increased turnover many times.

Very rapid progress is being made in the manufacture of radio sets in certain Latin-American markets. Several leading United States manufacturers are either assembling or actually building their sets there, and others have made arrangements to use the facilities of the local manufacturer.

Sprague Specialties has also pioneered in another field particularly important to Latin America — this is the development of condenser protection against humidity. A large proportion of Latin-American shipments go across the equator and thus become subject to extreme humidity conditions before they are even placed in use.

A number of United States manufacturers who use various brands of condensers for domestic United States consumption are specifying 100 per cent Sprague condensers for export sets.

Sales of Sprague condensers and all other United States goods in Latin-American market are depending more than ever on economic and foreign trade conditions. According to Mr. McKim, it is essential that the United States purchase far more South American products, such as beef, if we are to continue our trade progress in that area. Prior to the war, England and Germany were both buying large quantities of goods in the South American market. This gave them a special advantage in trade despite the fact that the United States was a more logical source of business. Since the outbreak of the war, shipments to Europe have been cut off and England has specified that all exchange credits paid to South American countries by England shall be reserved solely for the purchase of English goods, thus further limiting opportunities for American business. The purchase for the United States Army of considerable quantities of beef, however, is contributing to better relations, according to Mr. McKim.

Many American tourists are surprised by the progressiveness of Latin-American cities, which compare in many cases very favorably with many large cities in the United States.

American business men today know as much about South American markets as Europeans do, and no country can duplicate our



THE BEAUTIFUL PLAZA CONGRESO in Buenos Aires. Short wave war news broadcasts have increased use of radios equipped with Sprague condensers in South American countries. Photo courtesy First National Bank of Boston.

advertising and merchandising ability. America's great advantage lies in its mass production economies. This does not always lend itself to the satisfying of specialized individual requirements. The American manufacturers are always able to meet such requirements, but it usually has involved an increase in cost. More and more, Latin-American customers are seeking to take full advantage of these low costs, and taking the attitude of "forget about it" with regard to specialized requirements.

In shipping to the Latin-American market, Mr. McKim points out the advantage of shipping orders complete in one shipment due to the numerous consular and customs entry fees on each individual shipment. Partial shipments, contrary to the situation in the United States itself, are not desirable in the Latin-American trade because of minimum charges for freight and insurance which undergo no reduction no matter how small a shipment may be.

Changes in the relative value of Latin-American and United States currencies also make prompt and complete shipment of orders important; otherwise, the Latin-American importer, unless he has covered himself by buying United States dollars, may stand to take a very substantial exchange loss, while a competitor down the street, who receives his goods in a prompt single shipment, may obtain similar condensers at a lower cost. Many import licenses expire a specified time from the date of issue, and anything received after that date involves no end of trouble and expense and may even cause cancellation of the balances or return of goods.

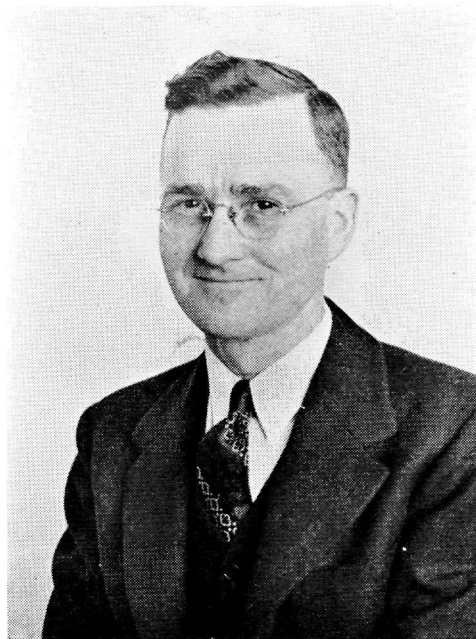
ROBERT TEEPLE

Another member of the Sprague supervisory force who learned his business from the ground up is Robert Teeple, superintendent of production on dry and wet electrolytics. "Bob" Teeple helped pay for his own education working as a soda clerk after school in South Bend, Ind., and earned his way through business college by working nights and week-ends at the Studebaker factory. Summer-times, he followed the wheat harvest northward, operating thrashing machines. It was a good outdoor life.

There is a strong technical background to Bob Teeple's work record. He left Studebaker for General Motors and worked in the Buick plant at Flint, Mich., as assistant paymaster and later shifted over to Detroit, handling clerical details nights in one of the largest drop forging plants in the world.

Showing how better jobs often grow out of small beginnings, Bob got his job with General Motors through a prominent hotel manager who owned the drug store where he shook up sodas during school days and who had become interested in Bob at the time. From the drop forging plant, Teeple went with Electric Auto Lite Company in Toledo as an inspector and was soon transferred to Fostoria. Three years later, when the firm built a plant in Sarnia, Ontario, Canada, Teeple took an examination and was selected to take the job. The Sarnia plant not only manufactured products of Electric Auto Lite, but also for other American companies for the Canadian trade. Among these was a rising young electrical condenser company called Sprague Specialties Company. Other American products manufactured included Dejur Amsco variable condensers and Utah Carter loudspeakers. Through contacts with Mr. Sprague, Teeple eventually obtained a position with our Company and arrived in North Adams in October, 1933.

Back in Toledo, Teeple had met and married Miss Keitha Wice, and they now have two boys attending North Adams schools. Bob likes reading and photography, and has his own motion-picture outfit and develops stills of outdoor scenery. For vacations, the Teeples usually take a trip out West, but last summer Bob took a personal jaunt down to Washington and was present in the Senate gallery when the United States debt limit was being raised from 46 to 49 billions. "That seems a long time ago," Bob muses. The debt is



higher now, but so is production of Sprague wet and dry electrolytics, and Bob is busier than ever.

Bob probably has the distinction of being the only person now living in North Adams, Mass., who also lived in North Adams, Mich.

NOTES FROM THE LOG BOOK

One of the prettiest things in the world to watch is colored amateur movies of skiing, particularly when taken on a bright day with attractive cloud effects. They are easy to shoot and the film companies develop them for you at no extra cost. As might be expected, several people in the Company have already taken such pictures. What is needed now is an evening of Sprague amateur movies.

* * *

This relocation of radio station wave bands is being hailed to the skies by the radio trade papers as an opportunity for new business.

* * *

Why not have an aerial set up when the push buttons are adjusted? It will help with those foreign shortwave broadcasts.

* * *

Radio Today reports that numerous new construction permits for frequency modulation transmitters are being granted.

* * *

Who's your favorite radio star? Kay Kyser was Sprague employees' favorite band leader. A nation-wide survey picks Jack Benny as the best variety show. Give ye *ed* Cecil B. DeMille's Lux Radio Theatre or George Burns and Gracie Allen any day.

* * *

Do you know — The United States Patent Office at Washington, D. C., always grants its patents on Tuesdays?

* * *

New mechanical set-ups have been introduced on our Sprague coaxial tuners that make their operation more satisfactory than ever.

* * *

The Continental Can Company reports that its taxes for 1940 jumped from \$3,273,919 to \$5,233,059, an increase of about two million dollars. If this increase had been deducted from payrolls it would have meant a \$2-a-week pay cut for every employee in the Company. The taxes amounted to \$1.83 per share of common stock.

* * *

Sprague's Federal, State, and City taxes for 1940 amounted to 57 per cent of our gross income before taxes.

* * *

Which reminds us that a Defense Program which is real and not just "on paper" is going to cost tremendous amounts of hard cash.

* * *

Well, Wendell Willkie at least proved that Germans still listen to radio programs from the "decadent democracies." Propaganda Minister Goebbels had to "refute" some of Willkie's statements to the German people.

President Roosevelt tells the Nazis there is no "master race." In the United States there should be no "classes," either. Our own Company offers plenty of examples, as shown in our various biographical sketches of the fact that men can go from the bottom rung of the ladder all the way up to places of highest responsibility with just ability and hard work.

* * *

No company ever provided a lot of jobs on a permanent basis without first making a lot of money.

* * *

The Sprague Specialties Company employee payroll for February (not including management salaries) was larger than for any month in the year 1940.

* * *

We are proud to note that a number of skilled Sprague engineers are now listed on the National Roster of Specialized Personnel, recently compiled for the President of the United States.

* * *

By using a signal generator, it is possible for service men to adjust push button tuners to new wave bands before the bands are shifted.

* * *

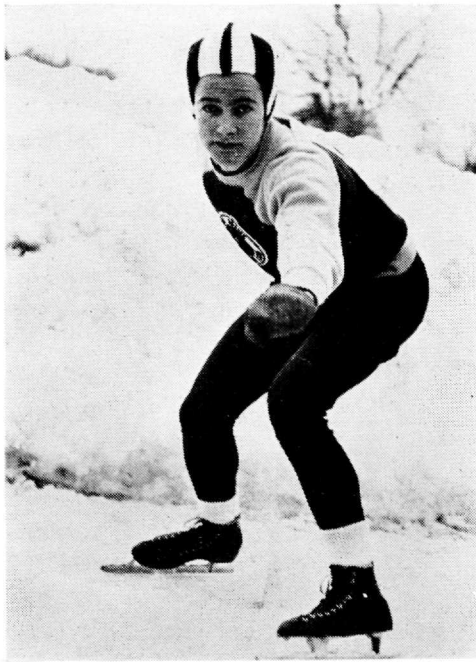
Under the plan to relocate the station wave bands, the United States gets more than fifty-nine exclusive channels in the Western Hemisphere, while Canada and Mexico get six and Cuba one.

LATE DATE ADDED TO PARTY'S SUCCESS

The postponement of the usual Annual Company Sprague Party from the Christmas season to late in February, due to the taking over of the Armory for military purposes, proved not to be a drawback in the least. Newspaper reports placed attendance at over 800, and the interval from the round of Christmas and New Year's parties appeared to have given added pep to the enthusiastic throng.

Having the party later in the season also seemed to have cut down the number of conflicting dates and was at least partly responsible for the large attendance. Mr. Sprague was there as usual, not having missed one yet. Mr. Carey, our new production manager, also attended.

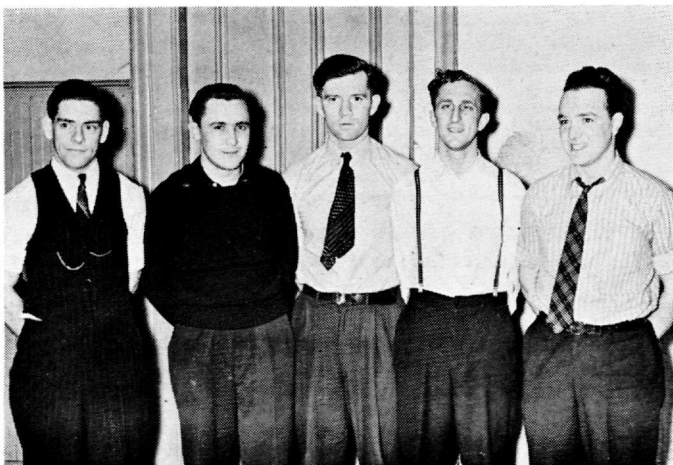
The departure of Company K from the Armory meant a farewell to thirteen Sprague employees who had trained with the Company.



DAN MAHONEY (See article next page)



THE OFFICE BOWLING TEAM—Left to right: William Bolduc, Laurence Haskins, Don Meiklejohn, Jim Fitzgerald and William Pierce.



THE OVENS BOWLING TEAM—Left to right, Paul Bergeron, Anthony Szetela, Arthur Lavariere, George Benoit and Lawrence Bishop.

ORCHIDS AND DIAMONDS

The engagement of Frank Bernardo and Ruth Davis, both employed here in the Boxing Department, has been announced. They are planning to be married May 31, 1941, at St. Francis Church.

Norman Chenail and June Lamoureux of the Paper Rolling Department have announced their engagement. No date has been set for the wedding.

The engagement of Angelo Fiero, not employed here, and Josephine Varruzo of the Paper Assembly has been announced. They will be married at St. Anthony's Church on April 19, 1941.

Arthur Libardi, not employed here, and Mary Cerminara of the Paper Rolling Department have announced their engagement, and plan to be married in the near future.

The engagement of Edward Landry, at Hoosac Mills, and Veronica Fortini of the Brown Street Division, has been announced. They are planning an April 26 wedding at St. Anthony's Church.

Another recent engagement has been announced by Beatrice Shaw of our Sales Office. Her fiancé is Louis King of the Potter Grain Store. The date has not yet been selected.

WEDDING BELLS

On February 22, 1941, Paul Fern and Marjorie Baron were married at St. Francis' Church. Paul works in the Material Control Office, and Marjorie is not employed here.

A recent wedding was that of Harold Carlow, not employed here, and Elizabeth Shortman of our D. C. Rolling Department, on March 8, 1941, at Stamford, Vt.

Ruth Trembley of the Paper Rolling Department plighted her troth on February 4 to Herbert Ruebesam, U.S.A.

BLESSED EVENTS

On February 18, 1941, a son was born to Julius and Rita Pedrin. They call the baby Dennis.

A daughter was born to Mr. and Mrs. James Garvie, on March 5, 1941. Mother is Yvonne of the Paper Rolling Department.

Mr. and Mrs. Elmer Scott are the parents of a daughter, born February 23, 1941. Mother is Loretta of the Paper Rolling Department.

On March 13, 1941, a daughter was born to Mr. and Mrs. Amedio Piaggi. Mother is Ida of the Boxing Department.

It's a son at the home of Mr. and Mrs. John Fox. Birth date was March 26. Mother is Ruth of the Paper Rolling Department.

HERE AND THERE

Among those attending the Alert's Ball in Adams, February 21, were Jack and Phyllis Fleury, Jeanette Trela and her husband, Pauline Foy, Ruth Murphy, Helene Gajda, William Mendell, Earnest Laframboise, John Ruggiero, Stephanie Nowak, and Romeo Scerbo. Also, Nancy Lebeau and husband, and Mary Girard.

Frank Wotkowitz (Company M of Adams) has been promoted from company clerk to regimental clerk at Camp Edwards.

Anthony Januska of the Ovens Department, a LOG reporter, is stationed at Fort Bragg, N. C., and is assigned to the Field Artillery.

Austin Rogge of the Ovens Department is stationed at Fort Kearney, R. I.

William Jangro, D. C. Rolling Department, and Emmanuel Landry, Ovens Department, are attending a Navy Radio School in Norwich, Conn.

Francis Millis, formerly of D. C. Rolling, has joined the Air Corps at Maxwell Field, Ala.

Edna Laliberte and Mary Bellows spent the week-end of March 8 at Cape Cod, visiting their husbands who are with Company K at Fort Edwards.

A hay ride was enjoyed by the Paper Rolling Department recently.

Jack O'Leary of the Paper Assembly was given a farewell party at Wenzel's Farm in Adams. He was presented with a military set and a portable radio.

Russell and Mary Comeau spent the week-end of March 8 in Boston with Mary's parents.

Her many friends sympathize with Olga Brenemen for the loss of her home by fire, March 5.



"NO SPECIAL MUSCLES NEEDED FOR SKATING," MAHONEYS SAY

Sprague Specialties' two well-known skating stars, John and Danny Mahoney, have played an unusual circuit of skating events in New England. According to Danny, despite their championship performances, they have not developed any identifying knotty leg muscles, but rather have simply had the problem of keeping in tip-top condition.

Their training is largely equivalent to a prize-fighter's road work except that they get on skates, reel off a number of miles going around in large circles on some local pond. Danny, who is now eighteen, and has just graduated from the Junior to the Intermediate, recently won a New England Championship for 440 yards in 41 seconds at Fitchburg.

Both brothers have competed in Pittsfield, Lenox, and in the Silver Skates Derby held in Boston. Danny has won three years in a row at Fitchburg. Medals and ribbons are the usual prizes, although the pair captured a trophy at Fitchburg.

Danny, who has never been spiked, says he hopes to go to the North American Championships at Schenectady next year.

Johnny has won the North Adams City Championships by as much as ninety points. Both of them have been coached by the prominent local skater, Chuck Felix.



John Mahoney

QUINTET ALREADY IN SECOND PLACE

The Sprague Basketball team was late in starting this season, but has made a fine record since entering the Industrial League at the Y.M.C.A. The winning of four out of five games has put them just one game behind first place. In their first game they defeated the Rohane Oil Co. 28-25; in the second game which was against Gales Shoe Co., last year's champions, they won 24-22. Hoosac Cotton Co. beat them 27-24 in the next game. In the fourth game, Strong, Hewat Co. was defeated 39-33. In the fifth, much to the surprise of the whole league, the Sprague lads defeated the strong Hunter Machine Shop team by a score of 22-16.

The Sprague team in their new red, white, and blue satin uniforms, purchased by the Sprague Specialties management, now is regarded as the best appearing outfit in the league.

This year's squad is composed of the following:

"Toot" Bergeron, a former "St. Joe" High and Company K player.

"Mickey" Smith, former Williamstown High and Hyannis State Teacher's College player.

Jim Moore, a former United States Army basketball player.

Ted Czerwinski, former Adams High and Kostka man.

Ralph Boisjolie, formerly of the Highsides.

Frank Santelli played with Williamstown High and Williamstown Boy's Club.

Roger Garner, of the Notre Dame Team.

John Murray, Jr. played with the Hillside Team.

Gerald Ronan also played on the Hillside Team.

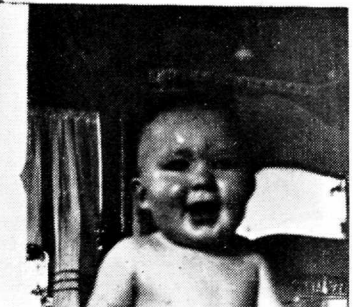
"Gook" Benoit, formerly of Drury High and Company K is not playing this year because of a recent operation, but is coaching and managing the team.

"WITH MY BOW AND ARROW"

The bend of the bow, the strain of the muscle, the song of the arrow, the thud of the bull's-eye, the satisfying feeling that steals over the yeoman . . . that is archery.

This sport has been popular since William Tell shot the apple from his son's head.

A few Sprague Employees have archery equipment and there are others who are interested in the sport. So plans are being made to have a "Sprague Archery Club" in the near future. Notices will be posted as to the time, place, and etc., but in the meantime be thinking of this sport that not only brings pleasure and excitement, but a keen eye, competition, and a few bulging muscles.



OLD ENOUGH TO WALK — On left is Miss Christine Dow with her father, Lawrence; lower right, Virginia Ann Beverly, daughter of George of the Owens Department, top right, snapped just after his morning bath is Walter Cwalinski, son of Mary of the Impregnating Department.



THE SPRAGUE BASKETBALL SQUAD — Left to right: standing, George Benoit, Jack Murray, Jr., Ralph Boisjolie, Gerald Ronan and "Toot" Bergeron. Front row: James Moore, Roger Garner, Frank Santelli and "Ted" Czerwinski. Francis Smith, also a member of the team, could not appear to have his picture taken.

EDITORIAL

THE SECRET OF TOTAL DEFENSE

IN high school geometry we learned the axiom that "The whole is equal to the sum of its parts." The axiom applies to international relations as well as geometry.

A nation is made up of people, individuals or groups, and business organizations, and factories. If they are strong and determined, the nation is strong and determined. If they are confused or antagonistic toward each other, their strengths cancel each other and the country becomes impotent.

Which pretty well explains the difference between the resistance offered by France and England. France had the "impregnable" line of forts and the "world's greatest army." England had an invincible people.

While the French were fighting among themselves, the English were uniting and making preparations to ward off attack. If the English had inner disputes or adjustments to make, they straightened them out and kept the matter pretty much between themselves. As far as the outside world, and Germany in particular, was concerned, they were united.

In fact, England has looked so tough that no actual, authentic report has yet been received of even an attempt at real invasion. We hope there will not be.

Strong businesses and strong productive forces; well-governed towns and cities; and strong families that hang together and stand firm on their own feet — these are the blocks out of which great hard-to-beat nations are built.

SO YOU DIDN'T PAY AN INCOME TAX?

Although greater numbers than almost ever before in the history of the country filed Federal and State income tax returns last month, many hard-working individuals were able to escape this extra bill, due to exemptions for husband and wife or other dependents. Increasing Federal taxes for the coming years, however, may show themselves in many ways.

The last war brought higher taxes on personal and corporation incomes and also on luxuries. Prices of many commodities, most noticeably groceries, sugar, meat, etc., rose, due both to shortages, greater demand and increased taxes and costs. Just what form the new taxes are going to take is not yet clear but they will doubtless fall heavily on business and therefore have their effect on persons working in business.

Indications are that there will be closer control on war-time profits than during the last war and that few persons will stand to make large fortunes in comparison to the past.

Increased business activity, however, should contribute to more general prosperity and employment and offer the chance for a renewal of saving and increased purchases of home equipment, clothes, etc., that had previously been postponed. The net effect of the increased taxes that will be necessary will be to keep down the general standard of living.

THE RIFLE CLUB

The Sprague Rifle Club is enlarging and improving rapidly according to reports of the officers and recently established records. In the last two weeks, for instance, membership rolls have increased by five, bringing the total membership to twenty-three active and enthusiastic marksmen.

A decided contribution to the comfort of the riflemen is the heat which has been installed in the range.

Men are becoming more expert, too. The Shelburne Falls Rifle Club, rated as one of the best in this area, has met and defeated our young team on three different occasions. But margin has steadily decreased. The fourth match, scheduled soon, is likely to bring a victory, according to club officers.

Shelburne Falls: First score, Prone, second Kneeling, third, Offhand Total.

Broadhurst: 99, 2, 87, 186; F. Hancock, 95, 3, 86, 181; T. Houghton, 98, 5, 71, 169; E. Mazenec, 99, 6, 66, 165; R. Corliss, 98, 9, 41,



SPRAGUE SKIERS — At left, Agnes L'Ecuyer of the Boxing Department and right, Beatrice and Joel Pierce.



GUESS WHO? — Three girls in our D. C. Rolling Department.

139; R. James, 98, 8, 61, 159; A. Raycroft, 97, 7, 63, 160; P. Bruffee, 100, 1, 90, 190; E. Purrington, 82, 10, 46, 135; E. Blassburg, 97, 4, 75, 172. Total: Prone, 489; Offhand, 409; and Total, 898.

Sprague: S. Troia, 88, 7, 31, 119; L. Kent, 84, 6, 43, 127; G. Livermore, 96, 1, 78, 174; A. Durant, 98, 3, 71, 169; F. Chilson, 95, 4, 59, 154; H. Haskins, 92, 2, 79, 171; W. Smith, 91, 5, 56, 147. Total Prone, 472; Offhand, 343; Total, 815 (score used is total of five highest).

Scores: First score, Prone, second, Offhand, third, Total.

March 14, 1941 (score used is total of five highest).

Shelburne Falls: E. Broadhurst, 99, 84, 183; E. Mazenec, 100, 79, 179; E. Legate, 95, 79, 174; P. Pike, 96, 64, 160; R. Caniff, 95, 64, 159; C. Johnson, 97, 54, 151; R. Corliss, 99, 50, 149. Total for high, 5 — 485, 370, 855.

Sprague: H. Haskins, 95, 87, 182; A. Durant, 93, 83, 176; F. Chilson, 98, 66, 164; G. Livermore, 95, 59, 154; R. Bishop, 95, 53, 148; W. Smith, 95, 50, 145; L. Kent, 84, 54, 138; V. Blair, 87, 43, 130; R. Boisjolie, 92, 35, 127. Total for high 5 — 476, 348, 824.

The first game with Shelburne Falls resulted in Shelburne Falls outpointing Sprague by 153 points.

ANSWERS TO LAST MONTH'S "GUESS WHO"

At left was Eva Boillat and on the right Virginia Thompson.